

## Message Text

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PAGE 01 STATE 182532  
ORIGIN ARA-14

INFO OCT-01 ISO-00 EB-08 COME-00 /023 R

DRAFTED BY ARA/AND/E - MR. GUERRA:LEE  
APPROVED BY ARA/AND/E - MR. GUERRA  
-----101128 192156Z /64

R 191850Z JUL 78  
FM SECSTATE WASHDC  
TO AMEMBASSY QUITO  
INFO AMCONSUL GUAYAQUIL

UNCLAS STATE 182532

E.O. 11652: N/A

TAGS: ACOM, BGEN, BEXP, EC

SUBJECT:COMPETITION: POLYMER OF POLYVINYLCHLORIDE PLANT

REF: GUAYAQUIL 1251

1. MESSAGE BELOW TRANSMITTED AT REQUEST OF MR. L. L.  
SHAILER OF B.F. GOODRICH FOR MR. BATEMAN.

QUOTE: TELEX FROM GUAYAQUIL CONSULATE DATED JULY 15  
ADDRESSED TO D.C. CAMPBELL ADVISED OF JULY 11 ARTICLE  
IN EL COMERCIO. ARTICLE DESCRIBED FORMATION OF ECUARESINOS  
S.A. TO PRODUCE POLYVINYLCHLORIDE RESIN AT MONTA.

WOULD APPRECIATE YOUR CONTACTING MINISTER OF INDUSTRY  
AND COMMERCE AND OTHERS AS APPROPRIATE TO ASCERTAIN  
AND/OR CONFIRM: 1) FORMATION OF ECUARESINOS S.A.; 2)  
STATUS OF PROJECT PROPOSAL; 3) NAMES, ADDRESSES AND  
AFILIATIONS OF SHAREHOLDERS; 4) INVESTMENT VALUE - 200  
MILLION SUCRES SEEMS VERY LOW; 5) LIKELIHOOD OF  
ANOTHER ALTERNATIVE PROJECT PROPOSAL RECEIVING SERIOUS  
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PAGE 02 STATE 182532

CONSIDERATION AS A CONTENDER FOR SPECIAL INCENTIVES  
APPROVAL AND DESIGNATION AS THE ONE ENTERPRISE TO  
PRODUCE POLYVINYLCHLORIDE RESIN AS DESCRIBED IN THE  
PRIORITY LIST OF DIRECTED INVESTMENTS; 6) IN MEETING

WITH MINISTER GALLO MONTANO ON MAY 25, HE ADVISED D.C.  
CAMPBELL AND ME OF POSSIBLE PROJECT INTERESTS BY PICCA

AND A JAPANESE SOURCE OF TECHNOLOGY THAT WE CORRECTLY ASSUMED TO BE MITSUI. HE INDICATED A PREFERENCE FOR USA TECHNOLOGY AND USA EQUITY PARTICIPATION OVER JAPANESE IF OTHER CONSIDERATIONS WERE ESSENTIALLY EQUAL. HE WENT SO FAR AS TO SUGGEST OUR CONTACTING PICCA TO EXPLORE POSSIBLE PARTNERSHIP. WE HAVE NOT DONE THIS TO DATE PENDING MANAGEMENT APPROVAL TO PROCEED BEYOND OUR ORIGINAL EXPLORATORY EFFORTS. IS SUCH A CONTACT WITH PICCA STILL RECOMMENDED BY GALLO MANTANO? REGARDS LL SHAILER, MANAGER NEW MARKET ANALYSIS AND DEVELOPMENT INTERNATIONAL, CHEMICAL DIVISION, B.F. GOODRICH, CLEVELAND, OHIO. END QUOTE. CHRISTOPHER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 19 jul 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1978STATE182532  
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**Document Unique ID:** 00  
**Drafter:** MR. GUERRA:LEE  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Subject:** COMPETITION: POLYMER OF POLYVINYLCHLORIDE PLANT  
**TAGS:** ACOM, BGEN, BEXP, EC  
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**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014